



News Release

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Entrepreneurs Receive SBA Recognition for Excellence and Accomplishments in Business

HARTFORD, Conn. – The Connecticut District Office of the U. S. Small Business Administration (SBA) has chosen to recognize ten outstanding small business Champions for 2006. This recognition is made in conjunction with National Small Business Week 2006, which is held annually and celebrated this year in Washington D.C., April 12-13. During this event, more than 100 business owners from around the country will be honored. Representing a wide range of business experience and expertise, Connecticut's Champions have devoted their professional and personal lives to improving the small business environment.

"These Champions represent the best in small business that Connecticut has to offer," says Connecticut District Office Director Bernard M. Sweeney. "It is a pleasure to honor these outstanding individuals." This year's award recipients are:

- **Marc W. Gallagher**, owner of POW·R·PC, Cromwell, CT was selected as the **2006 Home-Based Business Champion of the Year** for Connecticut and the New England Region. Mark started his home-based business *POW·R·PC* in 1996. *POW·R·PC* offers computer solutions for both small and home-based businesses in the Greater Hartford and Middlesex County area. Under Mark's guidance, the company has earned a reputation for helping home-based and small businesses make intelligent, economical decisions concerning their unique computer needs. *POW·R·PC* prides itself on providing their clients with the competitive pricing of "mail order" or "super-store" plus unique on-site service, repair and support.
- **Mark S. Cousineau**, Executive Director, Connecticut Community Investment Corporation, New Haven, CT was selected as the **2006 Financial Services Champion of the Year**. Mark has been a supporter of small businesses for many years. As Executive Director, of CTCIC Mark has been able to affect a significant increase in every financing program offered, especially the SBA's 504-loan program. In 2004 CTCIC increased their SBA 504 loan volume from 24 loans and \$14.5 million in new lending to 62 loans and \$33.5 million during fiscal year 2005. Also for the past three years, CTCIC has closed over \$2.1 million loans under the SBA's Micro-loan program. His work to increase the availability of capital to small businesses has been a key component in the increase of small business lending throughout the state.
- **T. Thomas Davis**, Vice President, External Supplier Diversity of Cendent Mobility in Danbury, CT was selected as the **2006 Minority Small Business Champion of the Year**. With over twenty-five years of relocation industry experience, Tom has developed and managed a progressive range of

businesses for Cendant Mobility, including quality assurance, finance and accounting, and government and military programs. In Tom's position as Vice President, he is responsible for all of Cendant Mobility's diversity initiatives and under his leadership; production with minority business enterprises (MBEs) has increased 240% or 50 million dollars from 1996 to 2004.

- **Diane Weaver Dunne**, Senior Reporter for the Hartford Business Journal was selected as the **2006 Small Business Journalist of the Year**. The Hartford Business Journal is a weekly business-to-business publication covering the Central Connecticut Region, and is known for delivering the hard news, commentary, and opinion that local business decision makers look for. Diane continues to contribute to the strength of the small business community as she covers an array of issues that inspire small business owners as well as arm them with knowledge, strategies, and facts they need to be successful. Her reporting offers real life examples of successful entrepreneurs and the challenges they confront on a daily basis. Diane's passion for the small business community is demonstrated by her search for the positive aspects of a story, which is appreciated by a broad and growing audience.
- **Edward H. Hill**, Small Business Liaison Officer at the Electric Boat Corporation (EB) in Groton, CT was selected as the **2006 Veteran Small Business Champion of the Year**. As the liaison for EB, a major prime contractor to small business owners, Ed serves as the initial point of contact for hundreds and thousands of entrepreneurs who are looking to sell their products and services to one of our nation's largest naval contractors. A veteran himself with a 28-year active/reserve military career, Ed has a particular devotion to the needs of veterans and disabled veterans who have developed businesses of their own. He has been tireless in working to assist veteran's to "learn the ropes" of government contracting as well as sub-contracting to prime contractors of the government.
- **The Lyman Farm, Inc.** of Middlefield, CT was selected as the **2006 Family-Owned Business of the Year**. The Lyman Farm, Inc., better known as Lyman Orchards began as a 36-acre farmstead settled by John Lyman in 1741. Today Lyman Orchards is considered the anchor of the community and is now situated on 1100 acres offering a variety of apples, peaches, pears and berries and two championship golf courses, and let us not forget, Connecticut's best apple pie! Now in its ninth generation, Lyman Orchards under the leadership of John Lyman, Jr., John Lyman, III and Stephen Ciskowski, continues to hold constant to its 264-year tradition of heritage, stewardship, and community service as it meets the challenges of the 21st century.
- **Paul S. Mangiafico**, owner Peter Paul Electronics Company, Inc., New Britain, CT was selected as the **2006 Small Business Exporter of the Year**. Peter Paul Electronics is a family owned business established in 1947 that provides through worldwide distribution a broad range of electrically operated solenoid valves and complementary manifolds in stainless steel, brass, and aluminum. Headquartered in New Britain and with a manufacturing facility in Fajardo, Puerto Rico, the company puts a heavy emphasis on the word *quality*, which is the reason the company has been able to keep pace with changing materials and techniques. Their thorough knowledge of all facets of manufacturing and development of superior valves and operators has gained them global recognition as a quality supplier.
- **Alice M. Turner**, owner of Turner Training USA, LLC was selected as the **2006 Women in Business Champion of the Year**. Alice is an educator and entrepreneur with a passion for empowering and educating others. Her lifelong dream and personal commitment to education became a full-time reality when Turner Training USA opened for business on August 1, 1997. Today, Turner Training USA has become one of New England's fastest growing providers of workplace learning services and performance solutions. Their unique training solutions in business writing and customer service are helping many businesses arm their employees with valuable knowledge and improve their skills and performance.

Alice's personal commitment to increase business and financial opportunities for women-owned businesses is evidenced by her efforts as a founder of Urban Reach Institute for Self-Employed (URISE, Inc.), an independent not-for-profit business network for emerging business ventures owned by women and youth. Founded in 2003 URISE supports the coaching and mentoring needs of women and youth through workshops and mentoring programs. Through URISE Alice hopes to help

women and youth embrace entrepreneurship as a way to build career options, increase self-esteem, and create lifelong wealth.

- **BNL Industries, Inc.** (BNL) of Vernon, CT was selected as the **2006 Sub-Contractor of the Year** for Region 1 (New England). BNL is a small, privately held second-generation company specializing in the design and manufacture of specialty ball and check valves for the US Navy and the commercial nuclear industry.

Nominated by Bath Iron Works Corporation of Bath, Maine, BNL earned this recognition in part by holding to their main focus, the customer. The customer takes care of BNL; therefore, it is BNL's responsibility to take care of the customer. The company focuses on outstanding quality, pro-active customer service, and satisfaction, and aims to set and raise the standard for the industry. BNL's continuous improvement philosophy enables them to continually meet their customers' needs. Leonard Bosh, Jr., President since 2001, feels this award is an indicator of all the company does right.

- **Advance Development and Manufacturing Corporation** (ADAM) of Guilford, CT was selected the **2006 Prime Contractor of the Year** for Region 1 (New England). Selection at the regional level leads to consideration at the National level, one of only 10 businesses to receive such consideration this year.

ADAM was established in 1956 by Robert F. Fisher and remains a family owned and operated company. John F. Fisher, the son of the founder, currently serves as CEO. The company manufactures military grade aluminum pistons and sheaves used during carrier landings. ADAM was nominated for this award by the Naval Inventory Control Point in Philadelphia for, in part, their precision manufacturing, and zero-percent failure rate, clearly necessary in products serving this purpose. The younger Mr. Fisher attributes the firm's success and recognition to their check and balances and to BNL's highly responsible and skilled team.

Connecticut's award recipients will be honored at an upcoming ceremony in the near future. If you would like information on this celebration, or next year's nominations contact Greta Johansson at (860) 240-4672 or Greta.Johansson@sba.gov.

Small businesses have been essential to sustaining our nation's and our state's economic health. Entrepreneurs and advocates play a vital role in the ongoing business development efforts, and their accomplishments are worthy of recognition. The nomination process begins in September. For information on 2007 nominations contact Greta Johansson at (860) 240-4672.

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A complete list of the 2006 Small Business Week award recipients is attached.

2006 SMALL BUSINESS WEEK AWARD RECIPIENTS

SMALL BUSINESS PERSON OF THE YEAR

Lynne Abrams-Cornwall & David James Cornwall

The Recreation Showroom

Orange, CT

Nominated by

Professor Rose E. Bednarz

Gateway Community College

REGIONAL & DISTRICT AWARD WINNER

HOME-BASED BUSINESS CHAMPION OF THE YEAR

Marc W. Gallagher

POW·R·PC, LLC

Cromwell, CT

Nominated by

Larry McHugh

Middlesex County Chamber of Commerce

SUBCONTRACTOR OF THE YEAR FOR REGION I

BNL Industries, Inc.

Leonard Bosh, Jr. President

Nominated by

Bath Iron Works Corporation - Bath, Maine

PRIME CONTRACTOR OF THE YEAR REGION I

John Fisher, CEO

Advance Development & Manufacturing Corp.

Vernon, CT

Nominated by

Naval Inventory Control Point - Philadelphia, PA

DISTRICT AWARD WINNERS

FINANCIAL SERVICES CHAMPION OF THE YEAR

Mark S. Cousineau

CT Community Investment Corporation

New Haven, CT

Nominated by

Robert F. Polito Jr.

Webster Bank

MINORITY SMALL BUSINESS CHAMPION OF THE YEAR

T. Thomas Davis

Cendant Mobility

Danbury, CT

Nominated by

Dr. Fred McKinney

CT Minority Supplier Development Council

SMALL BUSINESS EXPORTER OF THE YEAR

Paul S. Mangiafico

Peter Paul Electronics Company Inc.

New Britain, CT

DISTRICT AWARD WINNERS (CONT.)

Nominated by

Richard C. Mullins, Jr.

Central Connecticut State University

SBA YOUNG ENTREPRENEUR OF THE YEAR

Stanley M. Gryskiewicz III

PC Development Group, LLC

Windsor, CT

Nominated by

Jane M. Garibay

Windsor Chamber of Commerce

SMALL BUSINESS JOURNALIST OF THE YEAR

Diane Weaver Dunne

Hartford Business Journal

Hartford, CT

Nominated by

Gail Lebert

Hartford Business Journal

VETERAN SMALL BUSINESS CHAMPION OF THE YEAR

Edward H. Hill

General Dynamics Electric Boat

Groton, CT

Nominated by

Professor Rose E. Bednarz

Gateway Community College

WOMEN IN BUSINESS CHAMPION OF THE YEAR

Alice M. Turner

Turner Training USA, LLC

Bloomfield, CT

Nominated by

Vera Smith-Winfrey

Bloomfield Chamber of Commerce

FAMILY-OWNED BUSINESS OF YEAR

John Lyman, Jr., John Lyman III,

Stephen Ciskowski

The Lyman Farm, Inc.

Middlefield, CT

Nominated by

Larry McHugh

Middlesex County Chamber of Commerce